BOARD OF COUNTY COMMISSIONERS
AGENDA ITEM SUMMARY

Meeting Date:___June 18, 2003___   Division:_____County Administrator_____

Bulk Item: Yes _X___   No _____   Department:__Fire Rescue_____

AGENDA ITEM WORDING: Approval to award proposal and issue a purchase order to Pinpoint Technologies, Inc. in the amount of $45,860.00 for the purchase of EMS Pro software package including network and mobile licensing, training, installation and tech support for pre-hospital collection of data to be used for patient care reporting, state reporting and electronic billing.

ITEM BACKGROUND: When the ambulance billing function was contracted-out in September of 2000, the ability of Fire Rescue to capture data in an automated fashion was lost, as was the ability to create custom reports for trend analysis and for quality improvement efforts. Purchase of this system will once again enable the Department to manage its own data in an automated fashion for its own purposes, in addition to an enormous savings in staff-hours gained through error detection at the entry point of the data. In addition, the ambulance billing function will be streamlined by electronic transfer of billing information to the billing contractor in lieu of manual submission of written patient care reports. On February 27, 2002 a Notice of Calling for Bids was advertised requesting proposals for software to be used for pre-hospital collection of data. On April 9, 2002 sealed proposals were opened as follows: Pinpoint Technologies, Inc. in the amount of $42,600.00, subsequently adjusted to include all necessary components to $45,860.00; and Healthware Solutions LLC, in the amount of $28,100.00 subsequently adjusted to include all necessary components to $49,606.00. The delay in awarding this proposal was due to the Public Safety Director's wishes to await the arrival of the new Fire Chief and his evaluation of this project. The new Fire Chief has evaluated this project and wishes to move forward with the purchase and implementation of this system.

PREVIOUS REVELANT BOCC ACTION: On November 20, 2001 a Resolution was approved authorizing the Mayor to execute an EMS Grant Application and related Request for Grant Distribution to the State of Florida Department of Health, Bureau of Emergency Medical Services. On February 13, 2002 the Board approved various resolutions for the transfer of funds and resolutions for the receipt of unanticipated revenue. On January 15, 2003 a Resolution was approved authorizing the Mayor to execute an EMS Grant Application and related Request for Grant Distribution to the State of Florida Department of Health, Bureau of Emergency Medical Services. On May 21, 2003 the Board approved various resolutions for the transfer of funds and resolutions for the receipt of unanticipated revenue.

CONTRACT/AGREEMENT CHANGES: None.

STAFF RECOMMENDATIONS: Approval.

TOTAL COST:_____$45,860.00_____   BUDGETED: Yes _X_ No ___

COST TO COUNTY:_____$ 0.00_____

SOURCE OF FUNDS:____Grant funds: Department of Health, Bureau of EMS_____

REVENUE PRODUCING: Yes ___ No _X___   AMOUNT PER MONTH____   Year___

APPROVED BY: County Atty __N/A__ OMB/Purchasing _N/A_ Risk Management _N/A_

FIRE CHIEF APPROVAL: _____
                         Clark Martin

DIVISION DIRECTOR APPROVAL: _____
                                James L. Roberts

DOCUMENTATION: Included __X___   To Follow_____   Not Required_____

DISPOSITION:_____   AGENDA ITEM #_____

Revised 1/03

PINPOINT
TECHNOLOGIES

May 29, 2003

Mr. Gary Boswell
Monroe County Fire and Rescue
490 63rd Street, Suite 170
Marathon, FL 33050

Dear Sir:

This letter is to serve notice that Pinpoint Technologies, Inc. will honor pricing specified proposed in our Proposal, submitted in May 2002, through July 31, 2003.

Specifically, pricing of $42,600.00 for:

       7 EMS Pro User Licenses
       1 EMS Pro Base Package
       1 EMS Pro Network User License
       1 Florida State Aggregate Quarterly Report Extract
       1 Gold Deployment Package, (Inclusive of Travel Expenses).

Technical Support for the first 90 days will be provided at no charge. After 90 days, the cost will be $3,260.00 annually. Also, the Software upgrade program will be provided for 1 year, at no charge. After the first year, the cost will be $3,260.00 annually.

Thank you for the opportunity to submit our proposal. Everyone at Pinpoint Technologies is excited about working with you. If you have any questions, please direct them to your Regional Manager, Mark Hayden at 800-474-4489, Ext. 1806.

Sincerely,

Fred Funke
Director, North American Sales

MONROE COUNTY BOCC
PURCHASING OFFICE
BID OPENING TABULATION SHEET
OPEN DATE: APRIL 9, 2002 AT 11:00 AM
TITLE : SOFTWARE FOR PRE-HOSPITAL COLLECTION OF DATA

BIDDER	PROPOSAL RECEIVED
PINPOINT TECHNOLOGIES	$42,600.00 *SEE PROPOSAL FOR DETAILS
HEALTH WARE SOULTIONS	$28,100.00 *SEE PROPOSAL FOR DETAILS

Bid Committee Present: Lisa Ernst Cherry and Carlos Victores

I hereby certify that this is a true and correct copy of said bid opening and that all bidders listed above have been checked against the State of Florida Convicted & Suspended Vendor listings. All bids listed above were received by the date and time specified.

Bid Opened By: Lisa Ernst Cherry, Purchasing Supervisor

Comparative Spreadsheet of
Bids Received for Software for Pre-Hospital Collection of Data
April 9 2002

Pinpoint Technologies, Inc.				Healthware Solutions LLC				
Item #	Description	Qty	Unit Price	Extended Price	Item #	Description	Qty	Unit Price	Extended Price
1	State Regulatory Extract	1	$5,000	$5,000	9	State Run Report for Florida	1	$2,495	$2,495
2	Base Package (Includes one networked license)	1	$10,000	$10,000	7	ECG Interface, including: a. EMS Solution 2000 Interface to Medtronic Physio-Control LIFEPAK 12	1	$995	$995
						b. Medtronic Physio-Control Quick View Pro Software	1	Included	Included
						c. Serial Cable for LIFEPAK 12	1	$95	$95
						d. Interface System Technical Support and Maintenance.			
						e. Training – Required if ECG Interface is purchased.	1	$750	$750
						f. Travel Related Expenses for extra day of Training.	1	$270	$270
					8	Optional SQL Server Software a. EMS Solution SQL Server Software.	1	$15,000	$15,000
						b. Software Installation and Training – Required for SQL Server.	3	$750	$2,250
						c. Interface System Technical Support and Maintenance	1		
						d. Travel Related Expenses for extra 3 days of Training.	3	$270	$810 $20,170
3	Mobile User License	7	$2,200	$15,400	1	One (1) Field Software Systems, Including: a. EMS Solution 2000 Field Reporting Software	7	$2,495	$17,465
					2	One (1) Database Management Systems, Including: a. EMS 2000 Manager	1		Included
4	User License	1	$2,200	$2,200	3	One (1) Administrative Systems, including a. EMS 2000 Administrator	1	$2,495	$2,495

Comparative Spreadsheet of
Bids Received for Software for Pre-Hospital Collection of Data
April 9 2002

	Pinpoint Technologies, Inc.					Healthware Solutions LLC			
Item #	Description	Qty	Unit Price	Extended Price	Item #	Description	Qty	Unit Price	Extended Price
5	EMS Pro Gold Deployment (price inclusive of travel & expenses*	1	$10,000	$10,000	5	Installation & Training, including a. Software Installation and Training – Travel Related expenses of mileage, airfare, hotel, meals are shown in item below.	1	$1,500	$1,500
					6	Travel Related Expenses**	1	$1,440	$1,440 $2,940
6	Tech Support.	1	$3,260	$3,260	4	Support Agreement, including a. 12 Month technical support and software maintenance agreement per current Support Policies 18% of cost of software.	1	$4,041	$4,041
			TOTAL:	$45,860				TOTAL:	$49,606

* Major training, installation.
**One time, one person.